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*Author of How to Become CEO and How to Become a Great Boss*

HOW TO BECOME A  
**RAINMAKER**

The Rules for Getting and Keeping  
Customers and Clients

REVISED  
AND  
UPDATED

# How To Become A Rainmaker The Rules For Getting Keeping Customers Clients

**Clemens Wendtner**



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*Consultants & Consulting Organizations Directory* Cengage Gale, 2009-05-12

**Books Out Loud**, 2007

*Tools & Techniques of Practice Management*, 2004

Forthcoming Books Rose Arny, 2002

The Sassy Ladies' Toolkit for Start-Up Businesses Michelle Girasole, Wendy Hanson, Miriam Perry, 2009 Starting a business is serious stuff but it doesn't have to be dull Not when you have the resources of The Sassy Ladies They share their own experiences as well as rich insights of other solopreneurs who have learned valuable lessons running their businesses The Sassy Ladies Toolkit for Start Up Businesses is a reference guide and workbook designed to get your business from the dream stage to the oh my gosh I'm running my own business stage all from women who have been there

Into the Boardroom D. K. Light, Katie S. Pushor, 2005-04 Mysterious and powerful for decades America's boardrooms have remained closed to all but a handful of director in the club Now former Fortune 500 executives Dorothy Light and Kathleen Pushor reveal an insider's look at what goes on in the boardroom and how you can get there CEOs and directors of some of America's most prestigious corporations share their stories of what really goes on behind closed doors who gets selected to sit on a board and who doesn't and why being a part of this influential group should be the goal of today's up and coming executives professionals and community leaders

Interfaces, 2004 Seeks to improve communication between managers and professionals in OR MS

**Mprove**, 2000

**Exporting Automotive Components**, 2003 This guidebook aimed at small and medium sized enterprises SMEs covers various aspects of exporting in the automotive components sector including drawing up a business strategy information sources on industry trends buyers and suppliers ISO quality standards trade channels managing client requirements costing and pricing market research customs and import duties e-commerce online procurement packaging and labelling WTO related issues SMEs and intellectual property matters

**Consultants & Consulting Organizations Directory: Descriptive listings and indexes**, 2009

**The Publishers Weekly**, 2003

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